

Florida RDA Payments

Richmond → Dist

includes  
promo  
Dist to Retail.

Parliament Light King-Size Box Analysis 6/16/97			3/1 - 5/24 97	3/1 - 5/24 97	4/5 - 5/24 97	4/5 - 5/24 97
Begin : March 30, 1997 (Wk 155)			PMWS	PMWS	STARS	STARS
End : May 24, 1997 (Wk 1162)			PARL LT KSF B	PARL LT KSF B	Parl Lt Ksf B	Parl Lt KSF B
* Current two weeks are included - use with caution			Carton Volume	Promotion Volume	Carton Volume	Promotion Volume
TOTAL - All Distributors			2,380,589	170,010	1,341,032	55,145
TOTAL - All Distributors (cumulative)			13 Week Total	13 Week Total	8 Week Total	8 Week Total
			PARL LT KSF B	PARL LT KSF B	PARL LT KSF B	PARL LT KSF B
MGMT	MARKET	PM DISTRIBUTOR NAME		PROMOTION		PROMOTION
11178	2Q0 - Miami	WL Petray Wholesale Co Inc	900	60	165	0
11992	2Q0 - Miami	Two Brothers Tobacco	2,700	540	1,095	0
13982	2Q0 - Miami	Sof Loeb Co	0	0	0	0
15978	2Q0 - Miami	Reliable Vending Inc	540	0	271	0
20540	2Q0 - Miami	Lawton & Ewing Foods	1,980	0	1,206	0
21616	2Q0 - Miami	Joaquin Distributor	840	60	438	0
21840	2Q0 - Miami	James J Duffy Inc	2,790	120	1,538	0
23646	2Q0 - Miami	Gutlove - Shrivint	17,820	1,380	9,953	0
37348	2Q0 - Miami	United Wholesalers	3,060	0	1,862	0
19978	2P0 - Tampa	M Bernstein & Sons	18,180	720	11,894	714
21572	2P0 - Tampa	John F Trompeter Co Inc	30	0	16	0
29950	2P0 - Tampa	B & G Tobacco & Candy Co Inc	240	0	177	0
30602	2P0 - Tampa	Asheboro Wholesale Groc	0	0	0	0
44675	2P0 - Tampa	Benham Cigar	60	0	7	0
52241	2P0 - Tampa	Jetro Cash & Carry - Vernon	300	0	138	0
12078	2Q0 - Orlando	TriplFoods Inc	16,920	4,260	12,241	481
12558	2Q0 - Orlando	HT Hackney-Newton (Prev Thom & Howard)	390	210	147	0
12880	2Q0 - Orlando	Tag Distributors Corp	30	0	6	0
13672	2Q0 - Orlando	Stacy Williams Co	0	0	0	0
13906	2Q0 - Orlando	Southern Candy Kitchen	0	0	0	0
18976	2Q0 - Orlando	MTC Distributors Inc (Miami)	2,580	0	1,395	0
19096	2Q0 - Orlando	HT Hackney - Orangeburg	60	0	40	0
19598	2Q0 - Orlando	Market Grocery Co	90	0	54	0
19824	2Q0 - Orlando	Mackout Distributors Inc	1,020	420	436	0
20394	2Q0 - Orlando	Grocery Supply Co (GSC-Pensacola)	150	120	28	0
22214	2Q0 - Orlando	Ira Higdon Grocery	90	30	2	0
22792	2Q0 - Orlando	Supervalu - Quincy	30	30	0	0
22844	2Q0 - Orlando	Harrill Brothers Whlse	30	0	15	0
23606	2Q0 - Orlando	HB Paulk Grocery Co	60	0	0	0
24952	2Q0 - Orlando	Dusa Distribution Center Inc	4,680	0	3,051	0
25112	2Q0 - Orlando	Federal Discount Centers Co	600	0	395	0
25792	2Q0 - Orlando	McLane - Suneast	30,010	24,830	37,974	0
28250	2Q0 - Orlando	Jetro Cash & Carry - Miami	2,460	540	1,191	0
29322	2Q0 - Orlando	Birmingham Tobacco Co	0	0	0	0
29576	2Q0 - Orlando	Fleming - Geneva	0	0	0	0
30134	2Q0 - Orlando	B & B Cash Grocery Stores Inc	570	0	536	0
30450	2Q0 - Orlando	Atlantic Tobacco Inc - Tampa	1,290	450	511	0
30544	2Q0 - Orlando	Associated Grocers of Florida	2,850	330	1,447	0
31446	2Q0 - Orlando	Affiliated Of Florida Inc	150	0	109	0
31806	2Q0 - Orlando	A Topicz & Sons	300	0	137	0
35406	2Q0 - Orlando	Independent Wholesale Inc	3,330	1,410	1,642	130
35638	2Q0 - Orlando	Mendez Enterprises Inc	5,550	1,170	2,928	0
37644	2Q0 - Orlando	Adel Grocery Co	840	330	302	0
41717	2Q0 - Orlando	Seminole Tribe Of Florida Inc	4,440	0	2,658	0
42436	2Q0 - Orlando	City Wholesale Grocery Co Inc	0	0	0	0
42702	2Q0 - Orlando	Fleming - Miami	900	120	489	0
43165	2Q0 - Orlando	West Brothers Whlse	510	150	227	0
43348	2Q0 - Orlando	ABC Liquors	0	0	0	0
45625	2Q0 - Orlando	Supervalu - Lewis Grocer	0	0	0	0
46326	2Q0 - Orlando	Century Distributors Inc	2,700	0	1,376	0
49453	2Q0 - Orlando	Rite Aid - South Carolina	0	0	0	0
51112	2Q0 - Orlando	Food Lion Dist Ctr - Green Cove	120	0	0	0
52237	2Q0 - Orlando	Food Lion Dist Ctr - Plant City	0	0	0	0
53309	2Q0 - Orlando	Price Costco - Riviera Beach	11,940	3,000	4,890	0
53351	2Q0 - Orlando	DE Mikesell	510	0	310	0
54574	2Q0 - Orlando	JR Tobacco - Statesville	600	0	431	0
54848	2Q0 - Orlando	Consolidated Products Systems	3,950	0	1,894	0
56825	2Q0 - Orlando	HT Hackney - Tampa	21,540	7,620	9,893	0
56833	2Q0 - Orlando	HT Hackney - Miami	28,410	7,110	14,228	0
10222		Zollingers Inc	0	0	0	0
10440		Segal Wholesale	120	0	67	0
10518		Wilson Wholesale Co Inc	0	0	129,143	0
10594		William F Brockman Co	90	0	54	0
10616		Wigley & Culp Inc - Gulfport	0	0	2,163	0
10618		Wigley & Culp Inc - Lucedale	30	0	\$12,000	0
10624		Wiemuth & Sons Co Inc	0	0	0	0
10836		Wholesale Supply	0	0	\$25,000	0
10638		Wholesale Supply Co Inc	0	0	0	0
10692		White & Loudon Co	0	0	0	0

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Parliament Light King-Size Box Analysis 6/16/97			Florida PDAs Payments - 5/24 97		4/5 - 5/24 97	4/5 - 5/24 97	
Begin : March 30, 1997 (Wk 155)			PMWS		STARS	STARS	
End : May 24, 1997 (Wk 1162)*			PARL LT KSF B	PARL LT KSF B	Parl Lt Ksf B	Parl Lt Ksf B	
* Current two weeks are included - use with caution			Carton Volume	Promotion Volume	Carton Volume	Promotion Volume	
TOTAL - All Distributors			249,150	54,810	129,743	1,325	
TOTAL - All Distributors (cumulative)			13 Week Total	13 Week Total	8 Week Total	8 Week Total	
			PARL LT KSF B	PARL LT KSF B	PARL LT KSF B	PARL LT KSF B	
MGMT	MARKET	PM DISTRIBUTOR NAME		PROMOTION		PROMOTION	
11178	2Q0 - Miami	WL Petrey Wholesale Co Inc	900	60	165	0	
11992	2Q0 - Miami	Two Brothers Tobacco	2,700	540	1,095	0	
13982	2Q0 - Miami	Sol Loeb Co	0	0	0	0	
15978	2Q0 - Miami	Reliable Vending Inc	540	0	271	0	
20540	2Q0 - Miami	Lawton & Ewing Foods	1,980	0	1,206	0	
21616	2Q0 - Miami	Joeguin Distributor	840	60	438	0	
21840	2Q0 - Miami	James J Duffy Inc	2,790	120	1,538	0	
23646	2Q0 - Miami	Gutlove - Shrivint	17,820	1,380	9,853	0	
37348	2Q0 - Miami	United Wholesalers	3,050	0	1,862	0	13% 16,528
19978	2P0 - Tampa	M Bernstein & Sons	18,180	720	11,894	714	
21572	2P0 - Tampa	John F Trompeter Co Inc	30	0	16	0	
29950	2P0 - Tampa	B & G Tobacco & Candy Co Inc	240	0	177	0	
30602	2P0 - Tampa	Asheboro Wholesale Groc	0	0	0	0	
44675	2P0 - Tampa	Benham Cigar	60	0	7	0	
52241	2P0 - Tampa	Jetro Cash & Carry - Vernon	300	0	138	0	9% 12,292
12078	2Q0 - Orlando	TriplFoods Inc	16,920	4,260	12,241	481	
12558	2Q0 - Orlando	HT Hackney-Newton (Prev Thom & Howard)	390	210	147	0	
12880	2Q0 - Orlando	Tag Distributors Corp	30	0	6	0	
13672	2Q0 - Orlando	Stacy Williams Co	0	0	0	0	
13906	2Q0 - Orlando	Southern Candy Kitchen	0	0	0	0	
18976	2Q0 - Orlando	MTC Distributors Inc (Miami)	2,580	0	1,395	0	
19096	2Q0 - Orlando	HT Hackney - Orangeburg	60	0	40	0	
19598	2Q0 - Orlando	Market Grocery Co	90	0	54	0	
19824	2Q0 - Orlando	Mackout Distributors Inc	1,020	420	436	0	
20394	2Q0 - Orlando	Grocery Supply Co (GSC-Pensacola)	150	120	28	0	
22214	2Q0 - Orlando	Ira Higdon Grocery	90	30	2	0	
22792	2Q0 - Orlando	Supervalu - Quincy	30	30	0	0	
22844	2Q0 - Orlando	Hazill Brothers Whlse	30	0	15	0	
23606	2Q0 - Orlando	HB Paulk Grocery Co	60	0	0	0	
24952	2Q0 - Orlando	Dusa Distribution Center Inc	4,830	0	3,051	0	
25112	2Q0 - Orlando	Federal Discount Centers Co	600	0	395	0	
25792	2Q0 - Orlando	McLane - Suneast	80,010	24,630	37,974	0	
28250	2Q0 - Orlando	Jetro Cash & Carry - Miami	2,460	540	1,191	0	
29322	2Q0 - Orlando	Birmingham Tobacco Co	0	0	0	0	
29576	2Q0 - Orlando	Fleming - Geneva	0	0	0	0	
30134	2Q0 - Orlando	B & B Cash Grocery Stores Inc	570	0	538	0	
30450	2Q0 - Orlando	Atlantic Tobacco Inc - Tampa	1,290	450	511	0	
30544	2Q0 - Orlando	Associated Grocers of Florida	2,850	330	1,447	0	
31446	2Q0 - Orlando	Affiliated Of Florida Inc	150	0	109	0	
31806	2Q0 - Orlando	A Topicz & Sons	300	0	137	0	
35406	2Q0 - Orlando	Independent Wholesale Inc	3,330	1,410	1,642	130	
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41717	2Q0 - Orlando	Seminole Tribe Of Florida Inc	4,440	0	2,658	0	
42436	2Q0 - Orlando	City Wholesale Grocery Co Inc	0	0	0	0	
42702	2Q0 - Orlando	Fleming - Miami	900	120	489	0	
43165	2Q0 - Orlando	West Brothers Whlse	510	150	227	0	
43348	2Q0 - Orlando	ABC Liquors	0	0	0	0	
45625	2Q0 - Orlando	Supervalu - Lewis Grocer	0	0	0	0	
46326	2Q0 - Orlando	Century Distributors Inc	2,700	0	1,376	0	
49453	2Q0 - Orlando	Rite Aid - South Carolina	0	0	0	0	
51112	2Q0 - Orlando	Food Lion Dist Ctr - Green Cove	120	0	0	0	
52237	2Q0 - Orlando	Food Lion Dist Ctr - Plant City	0	0	0	0	
53309	2Q0 - Orlando	Price Costco - Riviera Beach	11,940	3,000	4,890	0	
53351	2Q0 - Orlando	DE Mikesell	510	0	310	0	
54574	2Q0 - Orlando	JR Tobacco - Statesville	600	0	431	0	
54848	2Q0 - Orlando	Consolidated Products Systems	3,960	0	1,894	0	
56825	2Q0 - Orlando	HT Hackney - Tampa	21,540	7,820	9,893	0	
56833	2Q0 - Orlando	HT Hackney - Miami	28,410	7,110	14,228	0	18% 100,983
					129,743	1,325	129,743

Balance US :

2,131,439

115,200

1,211,289

53,820

10%

32%

10% of  
total  
shipments

2%  
of promo  
total volume  
shipped

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